



Montana Office of Tourism  
Leads from Go West Summit  
Sacramento, CA February 1-3, 2010

Agencia de Viajes Mundo Aereo  
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#### BACKGROUND

Company desc: Family-run business founded in 1971 operating as tour operator and retail travel agency. Carmen, the oldest, is the owner; Lupe, the youngest, is the ticket counter manager. The company specializes in large corporate accounts and multiple tour groups ranging from family tours to sophisticated world tours. Geographic areas of interest include: Colorado, Wyoming, Utah, Arizona, New Mexico, Oklahoma and Nevada. We are interested in services such as lodging (B&B, deluxe, all inclusive), adventure, sightseeing, and special package tours.

GW10: appt. scheduled with Miguel Capriles. Miguel was interested in Post Fam to Whitefish but the trip was full and could not get airfare home. Interested in Winter product and needs Winter Guide and What's New Sheet.

GW08: supplier appt. scheduled with Miguel. Just checking in; still interested in MT but would like to see the product on a fam, pre or post Go West. He needs to have details by the registration opening so he can plan his flights accordingly. Update with winter and general info.

GW07: mutual req. appt. with Miguel. Talked about winter product and skiing. Has a family client that ski's every 2-3 years and always looking for new places. Wants info on Big Mountain. Interested in non-winter fam. Delta and Continental has asked him to look into new destinations, will get back to me. TM send WG, DVD.

GW06: OR appt. scheduled with Miguel. Wants new destination, has very little info on MT. Sometimes creates a CD of destinations, so photo's welcome. Very small office and family operated; his young son Luis was with him. His clients like Orlando, NYC, Disney, JC Penneys, big cities; also skiing. Winner of MT promotion "Finding Water in the West" (trip to Chico), may come next winter and extend the visit a few days since Luis wants to ski. TM sent GTPG

GoWest03: met with Miguel. Direct email is mike@mundoaereo.com. Wants info on what tourists and students can do in MT. He has never been to MT and wants to learn about the state. Company is well known as a ski operator, and he has deals with Continental and Delta for winter rates in Nov. and Dec. Works with FIT's and small groups. Students vacation in Panama is Jan/Feb. , they go to school Mar. through December. TM send WG. Pam emailed other info on 2/27/03

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#### BACKGROUND

INFO: The America Department, part of Cruising Reise GmbH, has been split up and transformed into an independent company under the name of America Unlimited GmbH. The "old" will be the "new", as the head of department, Michael Kohlenberg, will own and manage the new company which has started operation as of August 1, 2006. The separation of the North America division is done in estimation that an independent development will contribute to a much greater dynamic progress leading to even more positive results for all clients, business partners and suppliers. Cruising Reise would like to thank all business partners in North America for the years of great cooperation and often positive confidence in a newly developed business relationship. Undoubtedly this confidence is also justified to be extended to America Unlimited in the future, last but not least, as the new company consists of the same staff as under Cruising North America with Michael Kohlenberg in the lead.

GW10: appt. with Timo Kohlenberg; has been invited to lunch both days. The ski package is not selling well but none of them are not selling well not just MT. Has YNP Circle Tour, includes YNP-Helena-GNP-Missoula-Sun Valley-Pocatello-Salt Lake City.

GM2009: Met with Julie and Timo. Is introducing a coupon book. Currently focused on Urban areas and will be coming out in January. Has a new tour in 2010 brochure featuring RMI region. 15/16 days including Jackson, GTNP, YNP, Missoula, GNP, Sun Valley and Pocatello. Carola mentioned possibly including mention of hot springs in SE Idaho area as well as a the Hiawatha Trail and potential overnight in Wallace, ID. Winter product is selling, but slow. Not comparable to summer product. The 70 pg. winter brochures success depends a lot on the winter in Germany and skiing conditions locally. Carola will work on a possible marketing proposal to promote the winter product in RMI region. Asked about success of mission - commented that it makes more sense for America Unlimited to invest in trade shows (ie ITB) because there is more opportunity to meet more companies. Mission may be more successful if suppliers, hotels, CVBs, etc. attend with the states. Timing would be better at a different time of year. November is bad because brochure is already finished so no chance to add different product. Still very pleased with meeting.

SD- Have a cooperation with Rapid City: 1 Tour. ND, RC & Mall of America with 3 nights RC, visit Mt. Rushmore, CSP, Hot Springs, Crazy Horse, Badlands. Tour begins and ends in MSP. Sold very well last year and is in this year's catalog as well. Our region is very popular for parents going to see children on exchange program. Mall of America a very good draw. America Unlimited partners with MSP, Mall of America and Rapid City. Added a new tour this year -- Yellowstone Circle. It is on the website. They couldn't remember if it included SD. A lot of SW tours also include Yellowstone.

ID- Look at new videos on website.

MT- Added new tour -- Helena, GNP. Summer product is Yellowstone Circle -- FIT is online on website. Summer total was up in 2009. Winter is slow. Ski is up, but slow. Dirk is really promoting MT/Big Sky now that he has been there.

WY- Added new tour called Yellowstone Circle -- Yellowstone Circle. See virtual catalog on main menu of their website. Click on USA. Routing is SLC, Jackson, GTNP, YNP, Helena, GNP, Missoula, Sun Valley, Pocatello, SLC. Winter (JH Ski & YNP) product is growing and looks good. Has never personally experienced WY winter product. May try to arrange trip to JH winter 2009/2010 or next year.

April 09: Timo's employee Dirk and his partner were in Big Sky for several days at the end of March and beginning of April. MOT and Big Sky hosted Dirk and partner, who works for TUI.

ITB09: Met with Julia, Timo and Rainer. Ski product didn't do too well in 2008, but wants to keep it in the brochure for another year. Gary will send Big Sky/JH package that includes YNP options. They are sending someone on a fam to MT. Wants to add to summer product. Is interested in expanding with ranches. Works closely with Argus Reisen. Receives many ranch requests. Gary will send ranch recommendations.

PW08: Timo stopped by. Works with Rocky Mountain Holiday Tours for some product, also suggested America 4 You for ski. Discussed various lodging available at ski areas, wants 3-4 different properties and ski in/ski out is very important. Wants to offer lower budget but some upper class but not high end. The focus will be on condo's and apartment hotels. Amenities such as a free shuttle are important. TM agreed to co-op opportunity for Big Sky and Whitefish Mountain; Julia will be in touch regarding copy needs.

ITB08: Met with Julie (General Manager) and Timo (Marketing & Communication Manager). In the upcoming ski brochure they would like to feature Big Sky, SV and Jackson. Would like information and recommendations, always looking for condos. Looking for marketing to support the brochure, need to know by May. Would like Hi-res copies of ski maps for their brochure. Will send advertising proposal to Carola. They work with Google. We can get stats/booking #'s for ski if we support.

GW08: supplier appt. scheduled with Timo. Will introduce new ski product next year. Works with Allied/TPro, ATI, Rocky Mountain Holiday Tours, America 4 You and wants to book the ski product through a receptive (note: Malcolm with America 4 You was in Big Sky in early Feb. 08 on a fam). Send WG.

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#### BACKGROUND

GW10: appt. with Sally Fenley and Maree Forbes. They have a tour selling better than imagined. Have tour Listen to the Silence through American worldwide. People are looking for more off the Beaten Path. They are also doing product development for different states for a price, will send more info.

GW09: appt. scheduled with Sally Berry. They are redoing their website. Are receptive for Bon Voyage in UK. Best Western is their standard pricing, does a lot of one on one receptive phone calls. Requires commission of 20-25%. Each guest receives a huge keepsake binder for their trip with driving directions, etc. NY state hired them to develop drive tours in lesser known areas of the state, did seven different driving tours, some themed, and they submit reporting to the state on number of bookings, etc. TM give her suggestions on itineraries and lodging. Sally used to be a DMO so she knows what the tour operator wants and what the DMO's need.

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#### BACKGROUND

GW10: appt. with Alan Puana. Needs City Pass information from communities.

NAJ09: Graham Bendelow is back as Product Director, and Ms. Daen (pronounced Dane) Christensen is the Product Manager. Eduardo is no longer with the company. Added several hotels in MT to FIT program. Wants to do a joint marketing project, how do we grow the product and what is the next step? Will submit a proposal; I asked for number of overnights booked and body counts in return if we financially support it. Will get back to me.

PW08: Eduardo Monroy, Product Manager stopped by the booth. They do 20% motorcoach business, the rest is FIT and fly-drive. 60% of business is from Europe, particularly Germany, UK and Scandinavia. "Rocky Mountain Frontiers" is tour that includes YNP, tour is 10 days. Works with AAA domestically. They just opened an office in Beijing representing CVB's in China. Needs GPI contact info and general GNP info and sample itineraries between the parks. There is a huge demand for national parks. Works directly with CVB's for product and itineraries.

June 08: Bee has move to GTA and is no longer with ATI.

GW08: tour operator appt. scheduled with Bee, Product Development Manager.

Bee is based in NY; her address there is 481 8th Avenue, Suite 718; New York, NY 10001; tel: 212-586-4100; fax: 212-918-9022; email: bee\_dengilioglu@americantours.com. Talked to ID about a MT/ID fly drive but wants brochure support; will send proposal and product will be features in April 2008; will discuss with ID. Email her What's New and Ranch sheets, DVD.

GW07: operator request appt. with Bee; her email address is (bee\_dengilioglu@americantours.com). Will load Big Mtn into their tariff since it was requested by Hotelplan but wanted lower rates - discussion ensued. Needs rates from April 1, 2007 to March 31, 2008. Bee will do packaging, she is no longer doing dealing with hotels directly anymore. TM send GTPG, VP, DVD, RAG.

NAJ07: requested appt. - met with Bee who is moving to NYC later this week; will keep her same position with the company. Is interested in receiving invitations to RMI RU and the mega-fam - passed on to RMI. Christie, who attended RU last year is no longer with the company.

11/06: Ian Clark has left ATI

RU06: Bee Birgul Dengilioglu and Mr. Graham Bendelow will attend. They cancelled and sent Chrisie Romero in their place, she books the hotels. Creating theme packages, wants to make sure she picks the right hotel for the package, works with a lot of corporates like Best Western. Will probably come back for sight inspections, TM offered assistance. Took VP.

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#### BACKGROUND

GW10: appt. with Karen; invited her to join us for lunch but she had accepted invite from WY. They are up 34% from last year and are adding new itineraries to website. Is in need of good resort hotels to add to product line.

WTM09: Met with Karen Niven. Business reported as improving with high interest in the RMI region. For that reason a section was included in their forthcoming 20th anniversary brochure which would normally be charged for. Images required for the same brochure and the website. Also requested details of the Selkirk loop. RMI UK please follow-up.

PW09: mutual request with Karen Niven; she was on a fam about 12 years ago! Doesn't have time to attend now due to length of tour, offered "fam on demand", an individual fam if needed. They just did a major overhaul on their website and wants us to check it out; they spent 100,000 Euro's on it's overhaul and it took five months. Clients view site, then chat through the itineraries. Msla, Hlna, Boz, Hardin, Whitefish, Kalispell and Red Lodge are featured, we suggested adding Billings. Wants to do eblasts, road shows, and advertise with Marks & Spencer (large dept. store) to promote the sight and their itineraries. Wants itineraries, suggestions. Works with RMHT, ATI and Tourco. Took photo usb.

RMIPW09: Met with Karen. Currently has 14 night tour out of Denver, wants 2 more with no more than 350 miles per day. Discussed some possible options via SLC, including Glacier NP and ID. Please fix their link on RMI's site. Discussed how they don't send journalist out to our region much. Next year is their 30th anniversary. They will hand pick several destinations to promote in their magazine coming out around Christmas. RMI-UK please followup with itinerary information needed and about possible proposal.

WTM08: Rocky Mountain Holiday Tours: please follow up on requi

WTM08: Rocky Mountain Holiday Tours: please follow up on requirement for 2x12 night & 2x18 night itineraries for new website. UK office please supply Cody and Terra info. Proposal put forward for consumer show presence on January 29. UK office will follow up.

PW08RMI: Met with Karen Niven, Sales Manager. They are revamping website. They are a 30 year old company with 27 on staff. Wants to train in office. Tailor made high end itinerary, wants to add itineraries in our area. Use SLC, Denver, Seattle hubs. Need in-depth itineraries. All States send new images, discussed doing shows with Marks & Spencers and online training. Martin please followup.

UK03/07: Met with Alan, who advised after a sluggish start in January things are picking up, they aren't seeing any particular growth but they are really trying to push more business through their website [www.bon-voyage.co.uk](http://www.bon-voyage.co.uk). They have included a wonderful feature in their new 2007 brochure "The Rocky Mountains & Beyond" the sample itinerary includes Yellowstone National Park, Jackson,

Cheyenne, Custer State Park and Rapid City.

Karen Niven will be attending Pow Wow and we have reminded them that RMI will be available, they are re-checking their appointments to ensure they have everything they need.

UK08/06: Made contact with the following Tour Operators to ensure they had everything they needed and have a personal review with them. All very happy with services and information provided.

UK04&05/06: Member of staff visiting the RMI Region. Requested assistance with accommodation etc. Wyoming offered several hotels with discounted room rates and SD assisted with park entrance fees.

Contacted the tour operator with invites for the Mega Fam

UK08/05: This operator was contacted via email or phone to check they had everything they needed with regard to RMI for their 2006 brochures/programmes

UK02/05: Chased tour operators for a response about their invite to the Round Up. In particular, spent time with this operator talking to about the format, suppliers attending etc:

UK02/05: Contacted Alan Wilson to see if he was interested in providing flights for Bel.

MegaFam10/04: Mrs. Patricia Jacobs attended

UK08/04: Mega Fam Ð Chased responses to all the operators that had received invitations. Final acceptances from Harry Cahill Travel, North America Highways, NATS, Bon Voyage Travel, Gold Medal and In the Saddle.

Obtained required information and payment for flights and submitted all information to Delta Airlines.

\*Harry Cahill has since cancelled.

UK07/04: Compiled invitations for Mega Fam and sent to company. Proceeded with follow-up calls to the above and have tentative ÖyesÖ

UK04/04: Lisa met with Kelly Jones (Product Executive) at 4TIA PowWow, Los Angeles (24-29 April)

UK03/04: ÖCrazy for youÖ Sent information and slides to Bon Voyage for a press release in the Sunday Times about Crazy Horse. Karen Niven/Manager was so impressed following the Mega Fam last year, she continues to be a good supporter of our region and grasps any opportunity to advertise the region.

UK11/2002: Met at WTM - Alan Wilson (Managing Director).

UK9/2002: Met at an informal lunch for a group of tour operators (Alan Wilson).

Mega Fam 2002 Participant - Karen Niven (Sept. 27-Oct. 7, 2002)

UK12/2001: Provided training to 15 Reservation Staff at Bon Voyage. Presented a Power Point Presentation and offered a quiz with small prizes. Bon Voyage participated in the Mission held earlier in the year, but have had new staff and felt it would be good to highlight the attractions of the RMI Region. All staff agreed that outdoor activities enquiries were on the increase and we discussed in some detail the different types of ranches.

UK8/2001: Spoke to Karen Niven/Reservation Manager who had the opportunity to put a small feature in the Mail on Sunday. The newspaper wanted to tie the article up with the repeat programme being featured with Amanda Burton and the Bears in Idaho. Karen Ballard advised several points of contacts about the bears and this information was passed to Bon Voyage.

PW01: Met with John Scarratt. Planning to send someone on the mega fam. Works with National Rental Car. They allow one ways between Rapid & Bozeman, etc. for a \$199 drop charge. Great year last year. Not so good this year. Would like slides from all 4 states for new brochure - more scenic photos. Mainly stopped by to introduce himself.

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#### BACKGROUND

CITIC Travel Co, Ltd. ,a wholly owned subsidiary of China International Trust and Investment Corporation(CITIC),was founded in 1987. CITIC Travel has actively developed its market in inbound and outbound travels and domestic tours for Chinese citizen, corporate travels and handing ,and has served as a consultant & agent for exit & entry by private by private Chinese citizens. Thanks to CITIC GROUP's rich tourist resurces, CITIC Travel has set up majority shareholding branches in Henan ,Xi'an, Inner Mongolia, Shanghai, Datong , Guangdong, Xinjiang ,Hunan and Qingdao , forming a vast group business management network. Lists MT as destination.

GW10: appt. with Tao Bao. Has two nights in Montana. Works with incentive groups and team building of 50-200. Need sample itineraries and info on Dino Trail.

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#### BACKGROUND

One of the biggest travel service in China. The Outbound Travel Business started in 1996. There are MICE Dept, Outbound Travel Dept. Doing both Retail and Wholesaler. And has branch offices in most of the big cities in China. State Owned Company. More than 100 staffs in Mice Dept, 70 staffs for operation, 200 sales staffs for Retail and 80 staffs for Wholesale. The number of tourist going to America increased every year. For business and corporate increased too. Lists MT as area of interest  
GW10: Appt. with CITS. This appointment was canceled.

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**BACKGROUND**

GW10: Met with Sekhar Sinharay. Needs sample itineraries to MT from Seattle for 5-6 days. Has clients doing cruises and interested in doing land add on tours. Also needs information on Yellowstone National Park.

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**BACKGROUND**

GW10: Met with Martin Ruedas. His company is creating a Yellowstone Park tour, needs images from Montana.

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#### BACKGROUND

GW10: appt. scheduled with Christina Maurer. GNP is in current with a Canadian Tour. YNP is in guide and they use lodging in Gardiner and West Yellowstone. Need new GNP/YNP drive video series DVD and link.

ITB09: Met with Per and Christiane. Offered advertisement insert for summer 2010 brochure, which is printed in Feb./Mar. 2010. 145,000 circulation at 3,700 €. Every partner can buy one or more pages. The insert will feature a package fly drive already included in the brochure. We can provide images. Can tweak the existing fly-drives so that all RMI states are featured. Also discussed travel agent trainings. Christiane will put us on the list for possible 2010 date. Dertour also has a postcard advertising insert in their brochure. Carola please follow up. Beate is no longer working with our area in the company.

GER12/08: Met with Trudy Mielke, PM North America. Requested highway maps and information material for their customers. Mentioned that bookings for the upcoming 2009 summer season are already quite good. Provided them with maps from Wyoming and South Dakota material. We offered our assistance for all upcoming questions and gave an update on news in the RMI States (Yellowstone National Park and Glacier National Park estimated opening times, NeedleŒs Highway and Tamarack Resort in Idaho)

GER10/08: Considering the North-America-Record - Year 2008, DERTOUR had a plus of 22%. The Rewe specialist tour operator extended the range of products for the US and Canada. The travel agencies will have with DERTOUR, ADAC Reisen and MeierŒs Weltreisen additional 84 pages in the catalogues at their disposal. DERTOUR by itself offers now more than 1.000 hotels in North America.

GW09: appt. scheduled with Beate Helmes. She feels that the Germans will still travel, approximately like in 2008. I mentioned the traffic reported through the Broadus VIC and how many booked on their own, and she suspects they are repeat visitors who have been here before, feel comfortable making their own arrangements and traveling areas of the state where they have not been before. Gave her 2009 RoundUp dates. They feature MT in several itineraries and are not changing any for 2010. Took photo drive/catalogue, What's New.

ITB08: Met with Beate Helmes. Would like to continue to expand the product that already includes all 4 states. Offers several motorcoach tours and wants to work with properties with manageable rates as their customers are very price sensitive. Works with properties such as Shilo Inns. Interested in sales training to educate staff about the region. Carola please follow up.

Met with Nancy Boehm. They have a ski brochure for the first time. It is doing very well. Currently do not work with MT or ID, but possible. She will be sending a proposal to Carola for support.

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#### BACKGROUND

GW10: appt. with Helen; she is also joining us for lunch on 2/2. Helen did her own holiday to MT summer of 2009. Included Missoula, Triple Creek Ranch, the Bison Range, Whitefish, GNP, Helena, YNP and Jackson. Interested in RMI Roundup and March mission.

GW08: mutual appt scheduled with Helen. She hasn't sent many to MT yet and hopes to get here this summer to see the state. Needs to find a ranch similar to Lake Upsata to offer; reviewed ranch sheet; interested in Paws Up. She works through Gary and Brian at Rocky Mountain Holiday Tours to book her product so hotels, ranches, etc. should contact Gary. She will be reworking itineraries and will work with RMI-UK or the states to do that. Suggested she attend the RoundUP.

WTM07: Met with Ms. Wibley. Bob is retiring November 30th. Martin to email Bob/Helen for a meeting in UK, possibly before the end of November. Wants all details on Roundup for possibly Helen to attend. Email Bob info on Hotel Terra in Jackson. Pam to send info on replacement ranch. Maureen to talk to Jim at Hotel Alex Johnson regarding rooms. Also would like states to check the wording on their website. Also won some awards recently - Employer of the Year. Eastbourne Business of the Year and Employee of the Year. Would like maps sent for each state - 12 each. 1 travel guide for each state, and 3-4 Glacier, Teton and Yellowstone brochures. RMI UK, WY, ID, SD and MT please follow up.

10/07: Bob Spooner is retiring as of 11/30/07. Helen Wibley will be replacing him.

RU07: Bob will attend; had to cancel. TM send info.

WTM06: Met with Bob. Suggested to include a postcard in the personalized final itinerary. Produced a flyer to send to pax when they book. Produced a personalized information booklet prior to a day by day itinerary. Pam Gosink: please email details of Isaac Walton Inn, Montana. Fly drive fit - 40 plus. Bob okay on Roundup but looks like it could just be the workshop. Would want to do extra day in Rapid City. 68% are either repeat bookings or recommendations. 2006 bookings are up. 18-21 days average duration. New programme to Oregon going well. A good spin for RMI Region too. Contracts all RMI region product with RMHT. Cheryl please follow up as needed.

MegaFam06: Ms. Gill Kemp will attend Mega fam in WY and ID. Pam will attend WY portion.

RU06: Bob will attend. His Real America tour is getting good response. Wants us to consider doing a small leaflet or postcard of MT or of the four states that he can insert in his mailings, with a description of Montana written in handwriting script in the back, as if you were actually writing a postcard. I told him I'd look into it. Discussed MT product; took VP.

WTM05: Met with Bob. May fam in SD on own and then he'll go to Vegas for three weeks to see friends. Email back and forth to set dates and itineraries. Has SD information. Maureen please follow up.

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#### BACKGROUND

GW10: appt. with Richard. Appointment Canceled.

GW09: Try to get appt.; cancelled attendance, send info.

WTM08: Met with Richard. Frank Wharram, his father, is still involved in company. Richard taking over for Frank and has spent little time in US. Trying to recruit younger clients. Interested in Roundup - RMI-UK please follow up. Interested in new & exciting things. Took ID photo cd. Setting up a new website.

UK06/07: Researched company on web. Currently feature ranch and snowmobile product in RMI region.

WTM06: Met with Mr. Wharram and Sally Cobb. Looking for hiking, dude ranches, South Dakota motorcycle map. FIT's and small groups. Need to put some new product together. Combining websites into 1 super site. Working with Eagle Rider. Inquiry for Rte: 66 but not many turn into hires because of the price. 2008 something for Sturgis. Looking for working ranches - start with a couple, will look at to see if fits clients. Wants to include Crazy Horse along with the ranches. Pam has nice working ranch south of Billings. Pam mentioned ATV tours and canoeing as well. Do Tipi stays as well. Don't do brochure - use website and fact sheets that are printed. Individual brochures tailored to what people want that is also a web site. Sally Cobb (Grassroots Motorcycle Holidays) just started working with them a few months ago and has the motorcycle and ranch ideas to grow product. Frank offers trekking in Monument Valley now. They also want to offer snowmobile. Send snowmobile guides, motorcycling, hiking information and Real America Guide. Sally very keen on SD-Crazy Horse and tying that in with regional activities. Heidi working on possible air deals to Salt Lake. Interested in RMI Roundup. Also interested in Native American tourism product. Also does some golf outbound (as well as inbound). Took Idaho golf trail info. Suggested he consider North Idaho loop combined with MT Flathead region golf and Glacier. RMI States (WY - Yellowstone Institute and Jackson's School of Science), SLC and UK (ROUNDUP) follow up please. SLC notes: Very specialized, FIT (2-4) and small groups (6-8, 15-20). Guest ranching (real/working). Work with Eagle Rider (motorcycle). Tons of inquiries for Rte: 66, but don't sell because of the cost. Small co. in 16th year. Not much advertising. Mostly word of mouth and email marketing. San Fran - Colorado - Walking/National Park tour. Just getting back into the US Market. Needs special interest info - ranches, railways. Uses local guides, step on. Heidi, send f/u and SLC flights to UK. Needs images.

WTM04: Met with Frank Wharram. He has dropped North America program in the last couple years but is thinking of reinstating it in 2005. Interested in RV information for 2005. Took all our cards and Claire's. Has 3 websites now featuring his product. Will keep in touch with Claire.

WRU99: Frank will attend. Wholesaler/tour operator, specialist in small group tours that include hiking, wildlife, other soft adventure. Looking for ideas for small group special interest holidays: wildlife trips, snow-shoeing, dog-sledding, cross-country skiing, winter ranch resorts.

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#### BACKGROUND

Company desc: Hotelbeds accommodation and destination services is a leading receptive and business to business provider of incoming travel services to wholesalers, travel operators and travel organizers worldwide. We are active as a receptive agency in 2,500 destinations spanning more than 60 countries throughout Europe, North America, Central & South America, Africa and Asia. We have a huge marketing campaign for Hotelbeds USA. We are present at all trade shows in Europe, including the UK and Latin America where we are promoting our largely increased US program and hotel inventory. Our program in USA, year to date, has increased more than 40% with over 6 million room nights sold already this year, and we expect at least another 50% pick up for 2006. Standard allotment/needs FIT net rates.TM email suggestions, send GI

GW10: appt. with Jo Leighton. Jo was on MT post fam to Whitefish. Included snowshoeing in Glacier National Park, Whitefish Winter Carnival and skiing at Whitefish Mountain Resort. The company uses several properties in Montana but needs more.

GW09: appt. scheduled with Ms. Jo Leighton. Has properties in Great Falls, Kalispell, Billings, West Yellowstone, and needs properties in other cities that work with FIT's. Also needs excursion companies like rafting etc. and shuttle services. Also wants to add ranches to the inventory, and B&B's if they can work with FIT's and allotments. Please contact Jo directly with details on getting on their site.

GW08: tour operator appt. scheduled with Penny McNamara, Product Manager for West Coast and Alaska. She will be relocating to Las Vegas. Montana is still relatively undeveloped. Needs FIT hotels for their receptives, all online bookings. Now has Billings, Great Falls, West Yellowstone on sight. Reviewed various hotel properties throughout the state; interested in Crowne Plaza and Holiday Inn in Billings; GML, BW and Pine Lodge in Whitefish, also wants properties in Kalispell, Missoula, Helena and Bozeman. TM email her contact info.

PW07: RMI met with Hotelbeds. Maureen brought info over. UK is #1 market. Interested in our region. States, please follow up.

NAJ07: requested appt. Appt. schedule was full, TM send info.

GW06: mutual request appt. scheduled with Ann-Marie. Actually met with Ian Matthews, Destination Manager, USA West. Have several hotels in Great Falls, Billings, West Yellowstone that they feature. Discussed other cities they should include. Needs suggestions for Whitefish, Kalispell and Missoula.

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Interpoint Viagens e Turismo  
Alameda Jau, 1717-Casa 3  
Sao Paulo, 01420-002  
Brazil  
interpoint@interpoint.com.br

**BACKGROUND**

INFO: 22 years of success in a highly competitive market, nationally and internationally recognized prestigious brand, leadership in the ski niche, top 3 in market share in the segment of luxury ski in Brazil, estimated 40% of our clients travel to Western Usa and increasing.

GW10: appt. with Gisela Perez. Needs information on deluxe properties in Montana.

PW02: tried to schedule appt. at show but none available. TM send WG; wants info on ski areas and first class winter resorts.

PW01: buyer request appt. with Maria Cecilia B. Ferreira da Rosa. Ski trips, sports, adventure travel, educational activities, deluxe resorts, technology interests. FIT only, no receptive. Skiing info very important; Brazil books very high in CO skiing but would love to come to MT. High end properties only, wants info on those around GNP and YNP. Send info regarding scenic guided tours in GNP and YNP. Groups are family only-most summer travel is soft adventure.

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Intrepid Suntrk  
Sun Plaza  
77 West Third Street  
Santa Rosa  
diana.tubbs@intrepidsuntrek.com

**BACKGROUND**

INFO: On an Intrepid Suntrek tour, you'll share experiences with a small group of up to 13 international travelers and stay overnight (camping or lodging) next to scenic spots like the Grand Canyon, ghost towns, Indian reservations and many other wonderful locations in the USA (incl. Alaska), Canada and Mexico. We travel in specially customized maxi-vans, equipped with all the necessary gear - all you have to take along is spending money, personal belongings and a sense of adventure and humor!

GW10: appt. with Diana Tubbs. Do Custom tours in Bozeman to YNP. Needs new ideas for small group travel/camping tours they use hotels and camp in tents. Do have tours in GNP as well and needs more information.

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Kintetsu International/Kinki Nippon Tourist Co.

Tokyo Kintetsu Bldg.

19-2, Kanda Matsunaga-cho

Chiyoda-ku, Tokyo 101

Japan

#### BACKGROUND

GW10: appt. with Noriko Galloway from U.S. office. 879 West 190th Street, Suite 720, Gardena, CA 90248. Noriko.Galloway@kintetsu.com 310-525-1700 ext 276. Works with three major groups; Student 100+ ppl, business incentive of 15-30 ppl, and family/individual. Needs Mako to contact.

PW94: 99% groups, FIT'S are increasing, but still small fraction of business. 100,000 pax to USA per year. CA , FL major destinations, but looking for new destinations. People are interested in local, hand-made crafts and artwork when shopping, also indian products. 80% of their business in repeat travellers. Send general information. TM send video, receptive list, indian brochure. Native Adventures please send brochure, FCVA please send golf guide.

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M-Travel Switzerland

Sägereistr. 20

CH-8152 Glattbrugg

Switzerland

hoplausa@aol.com; esther.schneiter@hotelplan.ch

BACKGROUND

INFO: GER09/09: International Tour Operator with brands, Hotelplan, Skytours and Globus specializing in the US.

GW10: appt. with Herbert (Herbie) Mueller. Attended the post fam to Whitefish, went snowshoeing in Glacier National Park, Whitefish Winter Carnival, Whitefish Lake Lodge and skiing at Whitefish Mountain Resort. Hoping to sell more of Montana.

GER/09Met with Fabio Negro and Daniel Staehli for a personal meeting in their office in Glattbrugg on September 28. New Head of Product Management North America is Mr. Alain Weber who was responsible for Canada only before. He is the successor of Daniel Oetterli who left in spring. US department is doing well, US booking numbers are on same level as last year which is great, since 2008 was a strong year. Turnover has slightly decreased though. Had more last minute bookings than usual, but Swiss have been travelling despite economic crisis. Hotelplan will have a new layout for their catalogue and will have 16 more pages. Catalogue will be published end of November. Circulation: 80,000. They have a host-to-host connection with Allied TPro and ATI therefore every hotel offered by the receptives can be booked by travel agents. Skytours and Hotelplan have been working with this system for one year now. Both tour operators feature the same main hotels but each catalog has additional hotels to differentiate from each other. Internet is growing, but catalog is more important since customers look at catalogs first when they come to the travel agency. Bus and Rental Car tours will stay the same as last year. However, Skytours features 3 additional tours to the RMI region in their French catalogue. Will stay in contact and monitor extended RMI product.

MegaFam09: Andrea Haas attended

07/09: Updated info from PW booklet. Alain Weber, Head of Product Management NA, Daniel Staehli, Product Manager USA, Herbert Mueller, Area Manager USA, Fabio Negro, Product Manager USA

GW09: appt. with Herbert Mueller. He is still selling MT and hopes to visit here when he spends three months in Bend, OR this year. His fly drives through American Ring, ATI and Allied/Tpro have done well. The Sky Tours division of the company will begin working with Rocky Mountain Holiday Tours which should increase booked product in MT. Took whats new, 2 photo drives and catalogue.

GER08/08: Met with Daniel Staehli on August 05, 2008 at his office. Have 20-40% growth for the US overall. Reason is dollar exchange rate and political situation in the US. Have good internet booking numbers since clients trust in Hotelplan. Used to have half a million visits in high-booking months. Now this number increased already by 50%. Work mainly with Allied T Pro and ATI. Offers are for middle class and all age groups. Have the biggest product portfolio of all brands in their group. Are more price aggressive than Skytours. Have very good booking system. Travel agencies can see whole ATI product and book via Hotelplan. Therefore even more product available than in catalogue. Would like to expand hotel program. Will meet next week to discuss which hotels will be in catalogue 2009. Will start catalogue production in September. Brochure to be published December 10, 2008. Will send booking numbers for 2008 season so far. Have increase for Fly Drives especially in RMI region (plus of 50%

compared to 2007 in general). Are very strong with Fly Drives and round trips: work with American Ring travel in this section.

MegaFam07: Ms. Sabrina Schaer, Teamleader will attend.

GW07: mutual req. appt. with Herbert. He is on the post fam to Big Mountain but had to cancel the fam at the last minute do to some business and personal obligations. Uses ATI and Allied/TPro as receptives, neither have rates for Big Mountain so Sheila will follow up. Gets hotels online from his receptives, is interested in working with RMHT. Wants to focus on the "real America" region, not Orlando, etc. and needs more niche providers. TM send info. May be interested in mega-fam or RU.

MegaFam06: Ms. Sandra Raeber will attend Mega fam in WY and ID. Pam will attend WY portion.

GER07/06: We contacted Esther Schneiter, Head of Product Management USA with Swiss tour operator Hotelplan. We learned that Hotelplan noticed an increase in bookings to the USA compared to 2006. According to Ms Schneiter the USA business started off really well in early 2006 (January-April). However, a drop in bookings could be noticed as off May 2006 which, according to Ms Schneiter, could be traced back to the soccer world cup in Germany which took place during the whole month of June. We offered our further assistance and will follow up on bookings during the current season.

12/05: Bruno advised of need address

GER10/05: Hotelplan - results are nearly the same as in 2004, a little decrease with paxs; USA is their best selling long distance destination with a 1-digit increase;

GER09/05: Frankfurt office held two inhouse-presentations at second largest Swiss tour operator Hotelplan to inform 8 staff members about the RMI region, which was represented during a 10-minute powerpoint presentation September 15. The presentation and the detailed information about the 4 RMI states were really well received.

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Mountain West Travel/MWT Tours & Events  
2785 East Russell Road, Suite B  
Las Vegas, NV 89120  
USA

steve@mwt.com

#### BACKGROUND

GW10: appt. with Riho Terachi. Had tour in GNP last year that included 1 departure, Whitefish to Livingston, have a hiking tour in GNP and then Ranier.

GW09: appt. with Joy Palmer, Operations Manager. Joy is the boss for the Japanese market and does all the contracting. GNP very popular. Technical visits want to combine touring, ie. radon mines. They are big into world heritage sights. Needs Japanese speaking guides (JSG) in MT; they don't do enough business here to keep one in MT for the season. Let her know of resources for JSG in MT. Also coordinate home stays for up to 3 months, ESL courses, university or high school program. Send Dino brochure, list of charter bus companies.

GW06: SR appt. scheduled with Steve. Have him coordinate with Mako, bigskyjp@lilac.plala.or.jp..GIVE HIM PACKET FROM MAKO - done. Actually met with Ryan Osson. Ryan is doing the tour side of the business, specialize in Japan, may go into Korea. He thinks MT should do more advertising in Japan, they are pushing GNP. Japanese are slowly progressing to staying in one place for 2-3 days. Works with Japanese travel companies and direct with consumer. Most FIT tours come from their website. Provides JSG's to tours. Email him info on Yellowstone/Glacier Adventures, is willing to work with locals. National parks are not necessarily the big draw, they want it included but come to see other things, sports events, etc. TM send info.

GoWest05: met with Steve. He basically tries to get Japanese attendance at USA regional and national conventions and is looking for CVB coordination with events and conferences in each city. Wants convention calendars sent to him, if it's a good fit he'll arrange travel for Japanese to attend.

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My Planet  
Soeren Frichs Vej 34 A  
Aabyhoej, DK 8230  
Denmark  
meb@MYPLANET.com www.myplanet.com

#### BACKGROUND

MyPlanet is a touroperator with 4 offices in Scandinavia (Denmark and Sweden) selling FIT products, self drive , adventure tours and group tours. MyPlanet has been in the market for 40 years selling through Scandinavian Canadian American Friendship Society. News letter quarterly in 12,000 samples.

GW10: appt. scheduled with Katrine Hulgaard. They are promoting their active brand of hiking, cycling, rивerrafting for the 30-45 age group. Also a family destination and Nature Group Tour.

1/10: From Barbara Stafford at RMI: Hi Pam, I had some time to play with the databases and finally got them to cooperate. My contacts at Marco Polo/My Planet are Mr. Morten E. Barasinski e-mail addressmeb@myplanet.com and Mr. Martin Schmidtsdorff e-mail addressmsc@myplanet.com. Martin is the sales manager in Denmark and Morten is their new production manager.

PW09: exhibitor request with Morten. Merged with Marco Polo and there are two sales teams. Lots of clients go to CA and FL, wants to include our region, not well known to Danes. My Planet works with America 4 You, and Marco Polo works with Travalco. Tailor made is big for My Planet. Has an itinerary from Denver or SLC into region; has been promoting Seattle and GNP, but Danes have relatives in Vancouver, BC and want to go there. Fewer customers to NY, and ppl are booking their own trips there. Coming to area in summer for three months, visiting GNP in RV, not doing much advance planning. Took HM, NG GNP; wants link for red jammers. Personally likes to bike; wants cyclist info for MT.

ITB08: Met with Arne Naamansen from My Planet and Kirsten Aagaard from Hannibal & Marco Polo. Both are long time clients for A4Y. Currently offering RMI fly drive from Denver to Denver. Very interested in offering skiing for winter 2008 through A4y. Suggested Jackson concerning RMI area.

SCAN08: Pamela dropped off three bags of publications that contain articles on the states. She said that everyone REALLY enjoyed last year's fams and that the media has been very prolific in their coverage. She told me that MY PLANET has been bought out by FIRST CHOICE out of the UK. She said that Carsten the general manager based in Copenhagen is gone, but that they have been told that everything will stay the same in Sweden and Denmark. We will just have to wait and see. Barbara is working with her and Karin on the other set of fams in May.

PW07: buyer request appt. with Carsten Rytter, General Manager, Airline contacts and group sales. Needs pictures for brochures . TM check press room and email him the link. 80% FIT. Avg. stay is 3 weeks. Peak sales season is Dec.-May. Always wants fresh new images for brochure and unlimited use. Always wants to be educated on area. TM send VP, DVD, HM.

Notes from mission:SCAN07: Martin took over for Claus Hebron as Sales Manager for MyPlanet Copenhagen. He is very enthusiastic about the opportunities that Timm Vladimir's new book (featuring WY,ND,SD,MT as one of the top 7 regions in the world for "off the beaten path" travel) offers MYPlanet for promoting a new non traditional destinations. He told after listening to Timm's presentation that "he had goose bumps". He will be working this year on adding the 4 states to their website and developing a package to promoted. He encouraged the 8 staff members that attended our training

session to visit each of the states' website and read their materials to begin educating themselves

5/06: received email that Claus is leaving My Planet.

PW06: mutual request with Mr. Karsten Svanholm Lind; email is ksl@myplanet.com. Is setting up activities for 2007, is sending a staff member, Maria, the Product Manager, she does trainings so will visit ND, MT, SD and WY. Needs unique suppliers and products; rafting, kayaking, canoeing, and wants unique accommodations - referred to RMHT. Trying to work with National DRA, gave him list of MT ranches interested in the international market. Would consider using Calgary as part of a regional tour. Looking at destinations not so well known and educating on product. Says "MT suppliers don't know how to deal with international market" Pam's comment: I know that's not true, so prove him wrong by following up and offering net rates!

TM send VP.

SCAN9/05: Meeting with Claus Hebor, General Marketing Manager on Sept 26 at 9am. Did presentation to staff (8). MY Planet is an upscale tour operator which is in the process of totally revamping their marketing strategy. They have decided that they can not compete with the larger tour operators who are competing on price (Claus believes that they are going to "bargain price themselves out of business") They are currently only offering US product in CA, FL, LV and also offer Canada. Next year they are planning on adding the Rocky Mountain region. The new strategy calls for marketing to the "Curious Travelor" (travelers that are looking for something more than "a week of laying around a beach and drinking umbrella drinks"). They are going to focus their efforts on this traveler and will begin to develop "unique travel packages". My Planet is sponsoring a famous Danish TV personality on a trip around the world on an "adventure travel trip". He is writing stories all along the way for several major Danish Daily Papers and for several Lifestyle magazines. (I will forward info shortly). Klaus would like to have him spend three weeks in SD, ND WY and MT. They will provide air and some hotel. We would have to fam him and his photographer, They are looking for "extreme and unique adventures". The states agreed to do it. My Planet is also starting to see a lot more interest in Ag tours in fact it was the largest group tour portion of their business last year. Follow up: Barbara: send four state itinerary. States: send add-on info on "curious traveler" activities. Also send whatever you have on Ag tours.

SCAN09/05: Martin got a call from Klaus in Holstebro (headquarters) and decided that he wanted to catch us while we were still in Copenhagen. It was a last minute meeting at the end of our 9 day mission. Martin had three of his key US product sales people sit in on the training session and he joined us half way through. He said that My Planet is excited about the possibilities that our region offers especially as it fits in so perfectly with the new company marketing philosophy "the curious traveler". He has agreed to support one of his top agents on a fam if we get one put together in 2006. He has also agreed to support a major travel writer on the trip.

SCAN09/05: Carsten left a meeting to stop in to meet us. He is in charge of ALL of My Planets Group sales and Airline Contracts. He was in our region several years ago and said that it is his favorite part of the United States. He commented that once Scandinavians learn about our region it will really take off, but educating them is critical because not many know anything about it. He said that he would work with Klaus Hebor (at Headquarters in Holstebro) and Barbara Stafford and come up with a plan to start to "get the word out". He said that he would commit company "resources" (money) to support this.

JULY 2005: Claus and family are traveling through MT on a fam; overnighing in Butte (1N), Kalispell (2N), then on to ID. Itinerary includes Museum of the Rockies, L&C Caverns, attractions along Hwy 93,

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Pyxis Communications & Consultancy Pte Ltd.  
Blk 970 Toa Payoh North #05-16/17 Toa Payoh Ind.  
Singapore  
josephine@spdy.com.sg

**BACKGROUND**

A local company that pioneering in the Chinese Medium which strategized in the Travel Publications , Cultural Forums & Exhibitions. Established for almost 24 years now, we have accumulated a wealth of experience and know-how on the dynamics of effective integrated advertising. Our staff strength of 25 consists of a combined industry experience. With a fully computerized studio, we are able to give you fast & personalized services. Our wide networking within various different industries, eg. Hotel, Airlines, Restaurant, Home, FMCG, Beauty & Wellness, Travel, Education, Religious, Leisure & etc gives us the ability to recommend good tie-ins and synergistic link-ups. MT not listed as area of interest.

GW10: appt. with Josephine Xu . A Chinese Travel Magazine. EMail Mei Mei contact info.

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Rocky Mountain Holiday Tours  
P.O. Box 2063  
Fort Collins, CO 80522  
USA  
rmhtours@att.netwww.rmhtours.com

#### BACKGROUND

GW10: appt. with Hideki. Montana is selling well for them, no materials at this time.

RU09: Gary will attend. He is increasing his activity program and has talked to Western Romance and Fun Adventures. Interested in Walk in the Tree Tops, zip lines, keel boats in Great Falls area. Wants something different and fun. Has worked with Lodge Pole Tipi Village and Gallery in the past. Activities send info and pricing.

MEGA FAM 08: Gary will attend.

RU08: Gary and Hideki will attend. Reviewed ranches and What's New. Send 50 HM and Crown of the Continent maps.

Megafam07: Gary will attend.

RU07: Gary and Brian will attend. Now feature ski areas, need info and rates from Big Sky and Big Mountain. Needs more 2007 calendars, 100 hm, 100 Indian brochures, 100 VP and 1 DVD, 1 poster.

MegaFam06: Gary and Brian will attend Mega fam in WY and ID. Pam will attend WY portion.

RU06: Gary and Hideki will attend. Talked with Brian, needs 50 HM sent to office. Took VP. Gave him ranch list.

GW06: SR appt. scheduled with Gary and Hideki. Took MT info sheet and ranch sheet; check on keelboat company in Great Falls. All else is well, send updated info.

MEGA FAM05: Pam attended fam in Cody; send TM info.

RU05: Brian and Gary will attend. Met with Brian, send 50 HM. Working with Complete North America on 3 fly drives one would include Billings. In 2006 wants to develop a Native American route for 18-20 days, needs endorsement from tribal council. Pam contact MTTA. Thinking HWY 2 from Medora to GNP to YNP, discussed reservations, activities and attractions along the way.

MEGA FAM 04: Both Gary and Hideki will attend.

RU04: Both Gary and Hideki will attend. Has a Taiwanese group in MT next week; gave Gary a list of ranches to contact since he will begin featuring ranches in his tarriff for next year for his Italian and French clients, and Travel 4 in the UK. He will start working on that in June or July. Ranches please send net rates for 2005 in writing to Gary if you are interested in working with him.

MEGA FAM 03: Both Gary and Hideki (Brian) will attend.

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Spirit of the West

8902 E Via Linda 110-112

Scottsdale

sonja@spiritofthewestmagazine.comspiritofthewestmagazine.com

BACKGROUND

"Spirit of the West" is the premier German-language Magazine, promoting travel, lifestyle and business in the Southwest USA and Wyoming. \\\'Spirit of the West\\\' is geared towards the German speaking traveler and investor, promoting the Southwest USA and Wyoming exclusively in Germany, Austria, and Switzerland. We are interested in promoting additional Western states, starting with one of upcoming issues. \\\'Spirit of the West\\\' is the on-board magazine of CONDOR German Airline\\\'s non-stop flights 2x per week from Frankfurt to Las Vegas.

GW10: appt. with Sonja Stimmer. Was interested in post fam but the fam was full. She is now on the media list for future fam tours.

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Stuttgarter Wochenblatt Kultur Fahrten  
Stuttgarter Wochenblatt GmbH  
Kulturfahrten, Gebstrabe 4  
Germany

BACKGROUND

GW10: appt. with Wolf Schieber. Had wanted to come on post fam and had to cancel.

WTM01: Offers FIT/Fly Drive, Tailor-Made. Stopped by booth to say hi. Expanding to work with Russian clients and planning to do more in the RMI region. Would like any materials anyone has printed in Russian by November 29th. He is going to Russia and would like to take some brochures, etc. from the region.

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The Camping and Caravanning Club

Greenfields House

Westwood Way

Coventry

United Kingdom

andy.dowdall@cfree.co.uk [www.campingandcaravanningclub.co.uk](http://www.campingandcaravanningclub.co.uk)

#### BACKGROUND

The Camping and Caravanning Club is the UK's oldest camping membership organisation, with over 250,000 members. Non-Profit. As well as owning over 100 campgrounds in the UK we currently offer RV tours to the USA both on an individual and group basis. We are looking to meet up with tourist boards and suppliers. Lists MT as a destination.

GW10: appt. with Andrew Dowdall. Have clients that fly into gateway for two nights and then pickup RV. Have clients travel in groups but not a caravan. Has monthly magazine and if we had a story they would possibly use it, 4 pages of text plus images. Needs suggested itineraries and images as well as 5-6 vacation planners and the new GNP/YNP videos.

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To The Happy Few  
82 rue de Rochechouart  
75009 Paris  
France  
kthirion@tothehappyfew.net

#### BACKGROUND

Niche Tour Operator operating out of France to North America for the French european upscale market. We package our tours directly in a real partnership spirit with selected North American suppliers. We sell mainly through the net and direct calls to small groups or private parties. We strongly believe in networking marketing. Due to a repositioning of our agency on the French market, we delayed the launching of our Tours operations to the beginning of 2009. We are open to any suggestions and partnership proposals

GW10: appt. scheduled with Jérôme. This appointment was canceled.

RU09: Jérôme Appel is attending and is on the post MT fam. (Karine who attended mega fam 2008 is his wife and also works in the business). Needs to get MT Dude Ranch Assn. info; wants info on all ranches and email addresses; wants to set up a centralized reservation system in France for ranches in our region; took ranch sheet and ranch 1 sheet. Received MT info packet on fam.

GW09: appt. scheduled with Jerome Appel, General Manager. He said Karine was thrilled with the Mega Fam in MT and talks about it all the time. He is somewhat familiar with MT and was in GNP in 1982. He wants to develop a tour in 3 modules, from Edmonton to Arizona along the Rocky Mountains. Also interested in the dino trail. He is coming to the RMI RU09 and possibly the post fam to MT. His brother and family are visiting MT this summer for about three weeks, they will be his "scouting team" to MT. Took Crown of the Continent map - very interested in this.

MEGA FAM 08: Miss Karine Thirion will attend. Her email is kthirion@tothehappyfew.net

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Tourico Holidays  
220 Central Parkway Suite 4010  
Altamonte Springs, FL 32701  
United States  
aliciaw@touricoholidays.com

BACKGROUND

GW10: appt. with Kelly. CANCELLED.

Inbound 1/08: Kelly Brady is now a Product Manager with the company. Amir Kalmar is the Executive Vice President.

RMIPowWow05: Met with Ms. Wright, Product Development. Large receptive looking to branch into area. Please send Roundup information when available. States, please send materials.

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Tracks & Trails  
359 Colorado Avenue  
Grand Junction, CO 81501  
USA

sherib@tracks-trails.com;michael@tracks-trails.com

#### BACKGROUND

GW10: appt. scheduled with Michael Salogga. Met with Dan Wolfman, expressed interest in the Geo Maps and will let us know if they need more.

GW09: Met briefly with Michael. YNP is a big draw; they do a loop from YNP to Jackson and back. Has high praise for Pierce RV in Billings, has been working with them (Terry) and uses them for the YNP to GNP RV tours. Would love to get more visitors to GNP, needs assistance. May work with GC and use their newsletter or those from in the region to share with his customers.

GoWest05: met with Sheri and Dan Wulfman, President. (no title on Sheri's card). They provide fly-drive camping packages for domestic and FIT's. Sell to upscale and big spender clients that travel in RV's, most trips run \$5000 and up. Soft adventure. They are a full service agency for their clients - reserve the campgrounds; staff has seen all areas where they send clients. Do have programs in MT, reviewed MT and what's new. TM send new publications and their office will call and order quantities, took photo CD.

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Travel with Kal  
P.O. Box 8  
New Britain, CT 06050  
USA  
london1021@cox.net

BACKGROUND

GW10: Met with Kal London who does a radio show on destinations across the U.S. Did radio interview with Kal. No followup required.

GW07: supplier req. appt. Cancelled attendance.

GoWest03: Pam did a radio interview with Kal about why to visit MT.

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Travelsphere/Page & Moy  
Compass House  
Rockingham Road  
LE16 7QD Market Harborough / Leicestershire  
United Kingdom  
myates@travelsphere.co.uk www.travelsphere.co.uk

#### BACKGROUND

GW10: appt. with Emily Leggett . Lists MT as destination. Met with Emily Leggett she works with hotels. Met with Louise Kavanagh she works with the selling the destination. Discussed itinerary that includes Canada and MT. YNP-GNP-Banff for 10 days for a group. Needs ideas along the route.

WTM06: Met with Mr. Yates. Have Best of the National Parks tour (Rapid City 2x, Cody, 1x, W. Yellowstone 1x, Jackson 1x, Salt Lake City 1x. They produce 1,900 passengers on this tour annually. Add on to Little Big Horn new for 2006 and has produced 500 passenger response. Presently using Stage Coach Inn, West Yellowstone, but looking for assistance in finding something else to replace. Provide Mike with a contact for Go Native. Wants to have new ideas for a new group tour itinerary. Perhaps based on a theme: Cowboys/Indians, Stagecoach, Sundance Kid. Send any information back on each destination. (1) copy of each including photo CD. Rita Suggested Ranch at UCross, Sheridan. Mike has not been to region so we need to consider him for Roundups and Mega Fams. WY, MT and RMI UK please follow up.

UK08/06: Travelsphere/Page & Moy Ltd. Please note the above companies have now merged into the one office located in Market Harborough and there is a new structure taking place. Once the settling in period is over we will be provided with the new contacts for product and Sales & Marketing. Details will follow shortly. Travelsphere/Phil Newcombe/Commercial Director

Met with Phil at Travelsphere, a UK based tour Operator who has just purchased Page & Moy Ltd. Both Operators specialise in Group Travel to America. This initial meeting was to find out how the businesses would function and to get the new contacts for our database. There are many changes in both areas and things are still in the settling in period after the two companies have recently merged. They'll completely operate & function out of the same premises based at Compass House, Market Harborough, Leicestershire. Follow up to take place when business has settled.

UK08/05: This operator (Mike Yates) was contacted via email or phone to check they had everything they needed with regard to RMI for their 2006 brochures/programmes

UK02/05: Chased tour operators for a response about their invite to the Round Up. In particular, spent time with this operator talking to about the format, suppliers attending etc:

UK01/05: courtesy call to meet sales team present at show. Travelsphere was established in 1977 and are today in the top three of direct sell tour operators and the UK's biggest operator of escorted tours to the USA, Canada and select other destinations.

UK04/04: Lisa had meetings with meetings with Mike Yates (Product Director) at 4TIA PowWow, Los Angeles (24-29 April)

UK01/04: Courtesy call to meet sales team present at show. Travelsphere was established in 1977 and are today in the top three of direct sell tour operators and the UK's biggest operator of escorted tours to the USA, Canada and select other destinations.

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TUI Nederland  
PO Box 365, 7500 AJ Enschede  
Forum 2  
7521 PM Enschede  
The Netherlands  
info@tui.nl  
lisette.smit@tui.nl  
erika.ordelman@tui.nlwww.hollandinternational.nl

#### BACKGROUND

GW10: appt. with Karin van der Laan. Needs maps, what's new sheet, DVD and images.

BENMIS08: Met with Karen and Erika. The majority of their product is in WY. They use Allied T-Pro, American Ring, ATI and Travalco for receptives. We mentioned Rocky Mountain Holiday Tours and America 4 You. We also offered a custom FAM trip to our region for their benefit. Talked about many FAM options. Arkeflyer & their in-flight magazine (they own this airline) stays in the aircraft for 3 months per issue. 3,000 Euros for a 2 page advertorial may be something to consider. Karen asked about Flathead Lake, were there stories, history, video of the lake? Her musical group plays a piece entitled "Flathead Lake", which was written by a Dutch composer who was inspired to write it base on his visit to Flathead on vacation. They hosted us to lunch in their cafeteria.

PW08RMI: Met with Erika Ordelman, Product Manger USA. Canceled RU due to work situation. Is interested in RU 2009 & Mega Fam. She will talk with Arjan regarding the best way to participate in upcoming mission. Roadshow done several years ago. Marketing proposals - TUI Smiles/ Travel agents earn smiles that are good for travel, trade shows, press events. They offer tour that goes thru Denver, Casper, Cody, YNP, Jackson and out at SLC. Another tour "Dances with Wolves" - Denver, Cheyenne, Custer, Sheridan, GFalls, Glacier, Kalispell, Missoula, Bozeman, YNP. Please send high res and big images. Are looking for ideas for off beaten track itinerary - things and activity options that make the tour different. Send SD movie info locations. Requested help with itineraries - better things to include.

BenMis07: Two Sales trainings. 17 reservation agents. used RMI DVD, 4-state maps. Interest in ranches, National Parks. Tours in & out of SLC. Talked about Gateways. Staff each got bags of brochures, Mega Fam. Target, please follow up.

BenMis07: Two Sales trainings. 17 reservation agents. used RMI DVD, 4-state maps. Interest in ranches, National Parks. Tours in & out of SLC. Talked about Gateways. Staff each got bags of brochures, Mega Fam. Target, please follow up.

Ben05/07: the average spending is increasing, Lisette Smit of TUI claims. They all say the success is mainly due to the better image and the profitable dollar

BEN03/07: Busy in progress planning the sales mission. Up till now we have a firm confirmation of receipt from: Travel Trend, American Vacations, De Jong Intra Vakanties, Stichting het Buitenhof, Jan Doets, ATC Haarlem, Aireka, Kuoni, Gazelle World Wave, Ornella Travel, Azura, Wings Ôn Wheels, Jet Air,

Travel World Wide. We are in contact with OAD, TUI and ITG/ TravelCanada (who wants to start in America)At OAD Ellen Stegeman told us that she will be no longer on North America but on South and Mid America. North America will be taken over by Alex Idema. He will contact us.

BEN06/06: Sales call made, invitation to MegaFam

BEN02/06: Sales call madeBEN09/05: Follow up on the information packages with sales call.

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#### BACKGROUND

WebSource Technologies Limited offers hotels to travel agents around the world through its business to business portal [www.roomsxml.com](http://www.roomsxml.com). We wish to sign up with hotels and aggregators who can offer us rooms in the West Coast for FIT at net rates. We offer our services to travel agents through our offices and marketing associates based in India, Singapore, Australia, UK, and Saudi Arabia.

GW10: appt. with Prakash Bang. Talked about his travel journal YoGoYo, people can subscribe and use himages and fello travelrs can contribute. If we wish to participate need to name the author of the story and it nees to be in first person. Would like to build knowledge of destination first and travel second. Has 6 offices across the world.

GW09: appt. with Mr. Prakash Bang. Over 2300 travel agents books from him. There is no charge to suppliers to work with him or be on site. Also writes for travel magazines and does blogs on destinations he has visited. Is also a photographer and does an exhibition once a year in India; 200,000 people attend exhibits including travel agents. Never been to MT and would be interested in a fam. Does go west, Pow Wow and would like to visit after Pow Wow. Pam give him 7 day itinerary leaving from LV, air fare? No, contact in India says he is not the best candidate.

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